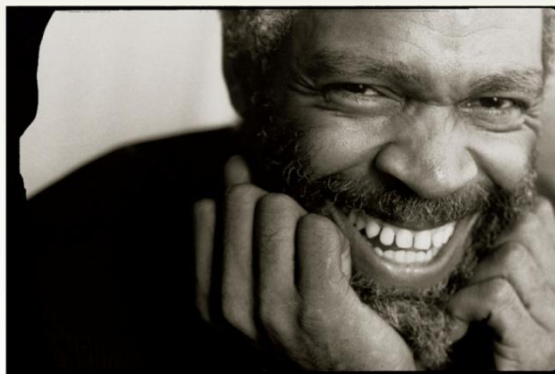
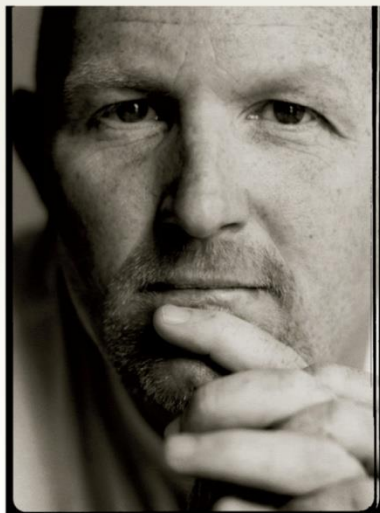


Marathon
health[®]
For life.



INSPIRING PEOPLE



City of Rockford Wellness Center
Year 2 Review, City Council Meeting

December 19, 2016

Today's Agenda:

1. Year Two Executive Summary
2. Volume & Engagement
3. Identifying & Engaging the High Risk Population
4. Risk Mitigation
5. Claims Trend Analysis
6. Satisfaction Survey Results
7. Summary & Next Steps

Capturing Value in Population Health Management

Identify Risk

- Data Mining
- HRA
- Biometric Screen
- Population Stratification

Mitigate Risk

- Comprehensive Health Review
- Action Plans
- Coaching
- Disease Management
- Patient Health Record/EMR

Change Utilization

- Alter Risk Profile
- Discover/Treat Undiagnosed Conditions
- Reduce ER/UC/Specialist & Hospital Stays

Capture Savings

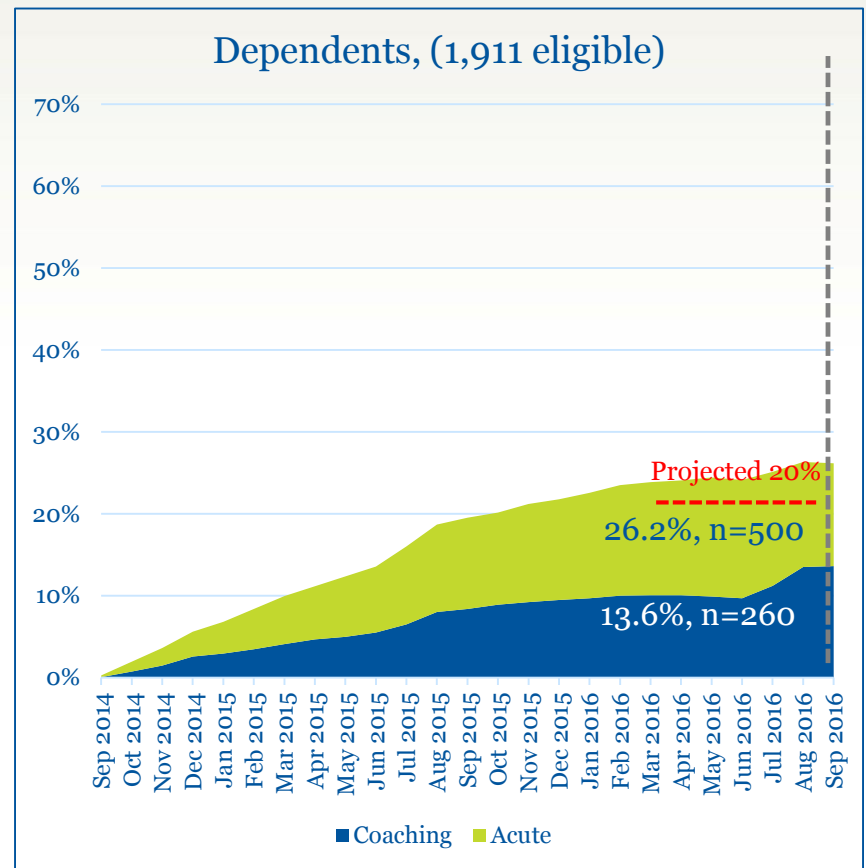
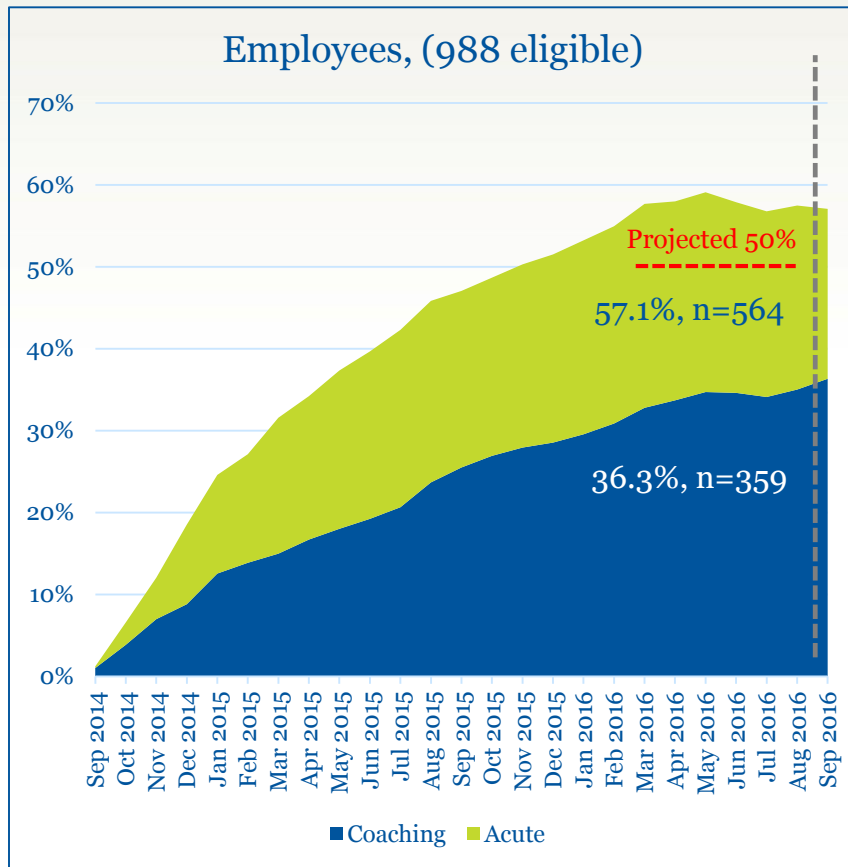
- Lower Claims
- Fewer Lost Work Days
- Higher Productivity

Primary Care/Occupational Health/Onsite Rx

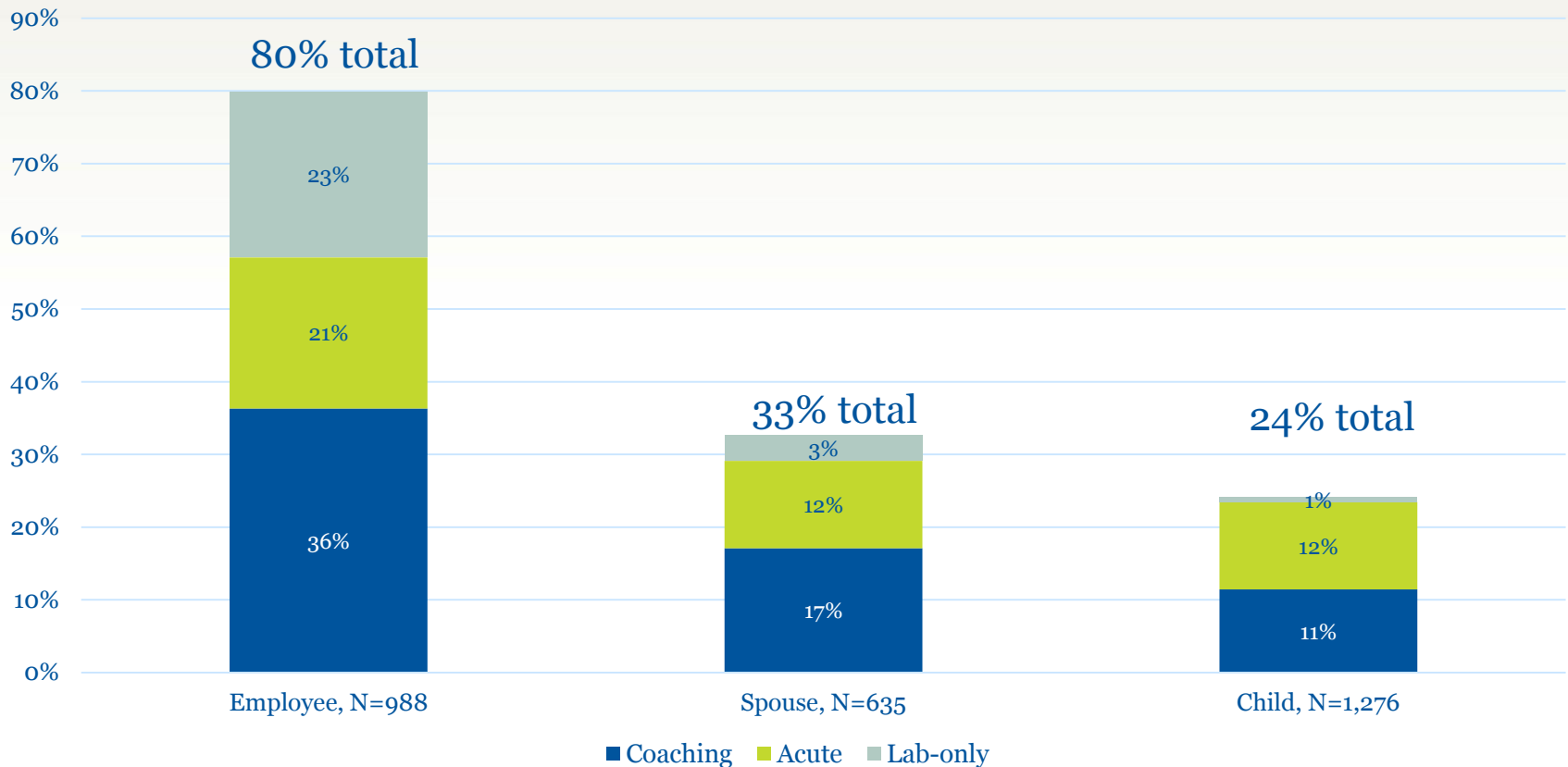
Executive Summary

1. Increased baseline screening rates (47% in 11/2014) to 81% for eligible employees in Year Two.
2. Exceeded employee engagement modeled penetration rates (50% in Year 2) by 7 points at 57.1%. Dependents participation (26.2%) grew by 5 points over 2015 yet presents an opportunity for improvement.
3. Engaged 64% and 47% of High & Chronic employees and dependents respectively (509 unique patients) in their health at COR Wellness.
4. 681 unique patients improved at least one risk factor (230 more patients than in Year One).
5. Actual claims paid are \$3.5M below projection (a flat four year trend); actual claims, with outliers >\$50k removed, are \$1.25M below projections.
6. Improved patient satisfaction 8 points over Year One to 90.1% of patients satisfied or very satisfied with the care delivered at COR Wellness.
7. Grew our clinical team to include Dr. Steve Nitz and Lorie Wendt FNP/ANP, executed CVFPD partner services with positive outcomes, integrated with onsite EAP referrals, Active Care DM program, functional wellness supplements, and streamlined annual Path to Wellness screening process integration.

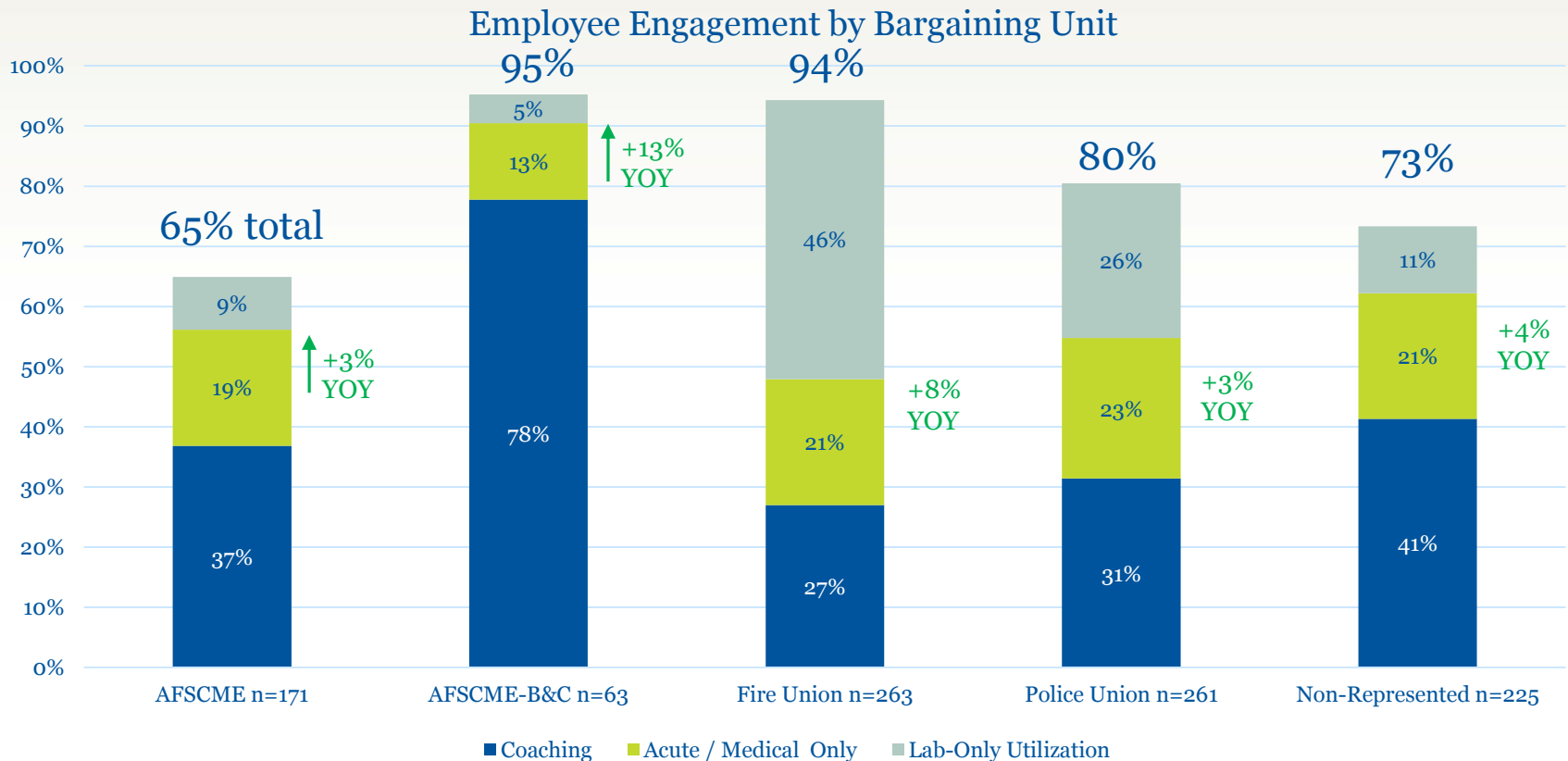
Total Population Participation & Engagement Based on Current Population



Current Engagement Including Lab-Only Utilization (visit @ CoR Wellness in last 18 months)



Total Population Participation by Bargaining Unit Employees Only

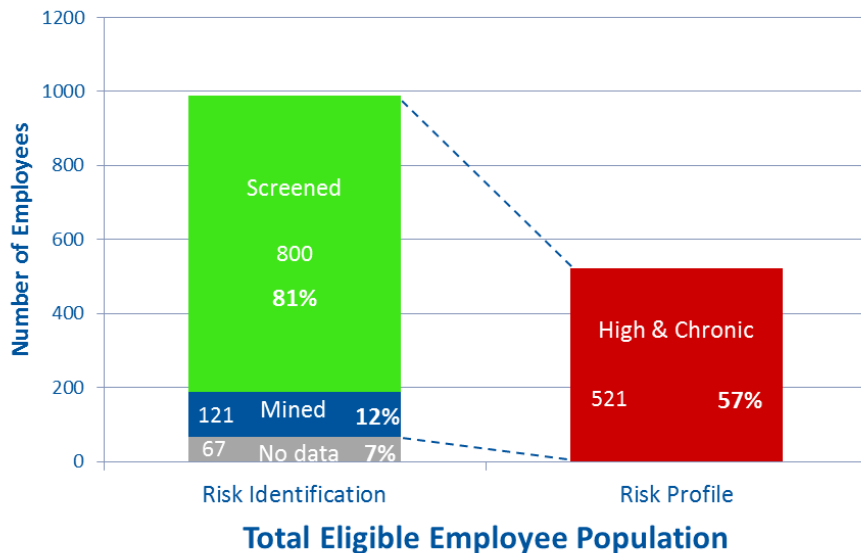


Screening & Risk Identification

Through October 2016 Mass Screening

Employees

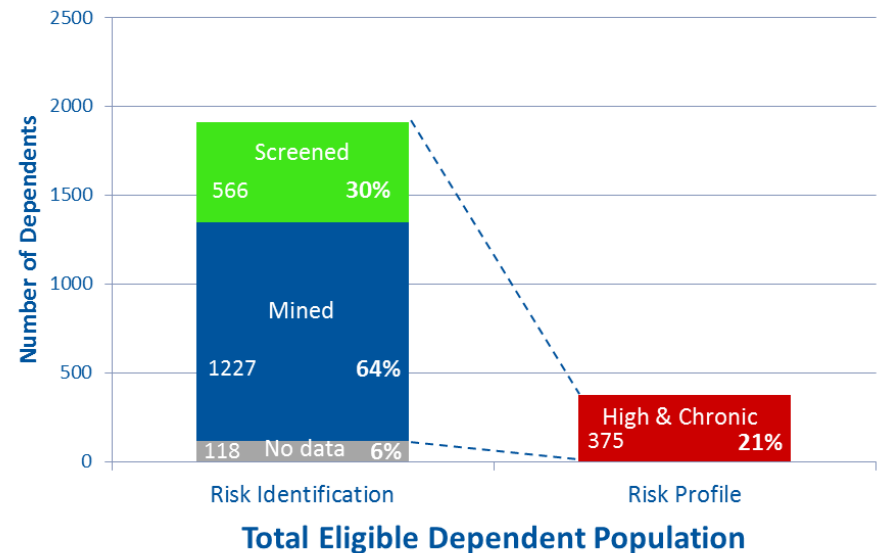
2016 Chronic & At-Risk Population As Percentage of Screened/Mined



- Year 2 Marathon benchmark = 66%
- Health Risk Assessment completion rate = 80%
- Screening rate increased from 77% in Y1

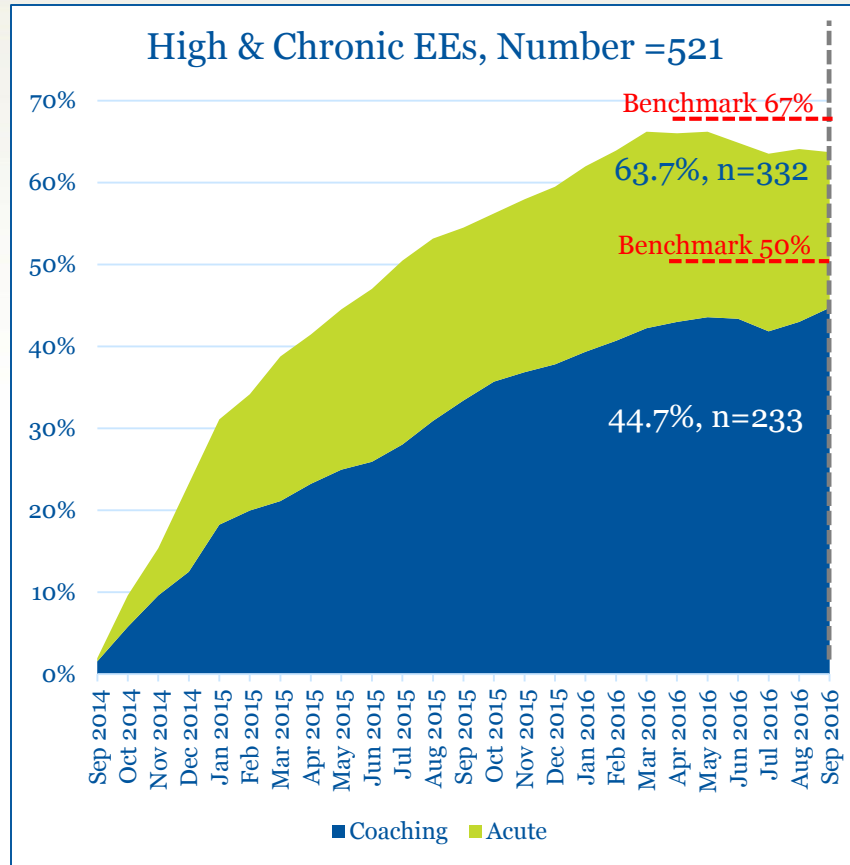
Dependents

2016 Chronic & At-Risk Population As Percentage of Screened/Mined

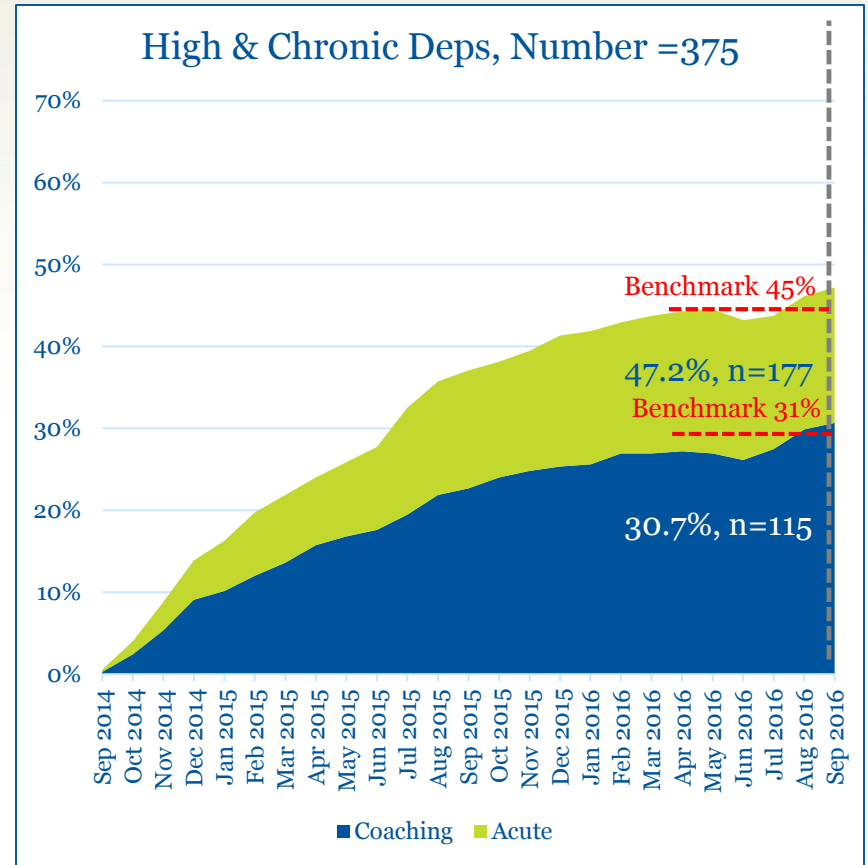


- Year 2 Marathon benchmark = 36%
- Spouse screening rate = 35% / children = 26%
- Screening rate increased from 22% in Y1

Chronic Disease and High Risk Population Engagement



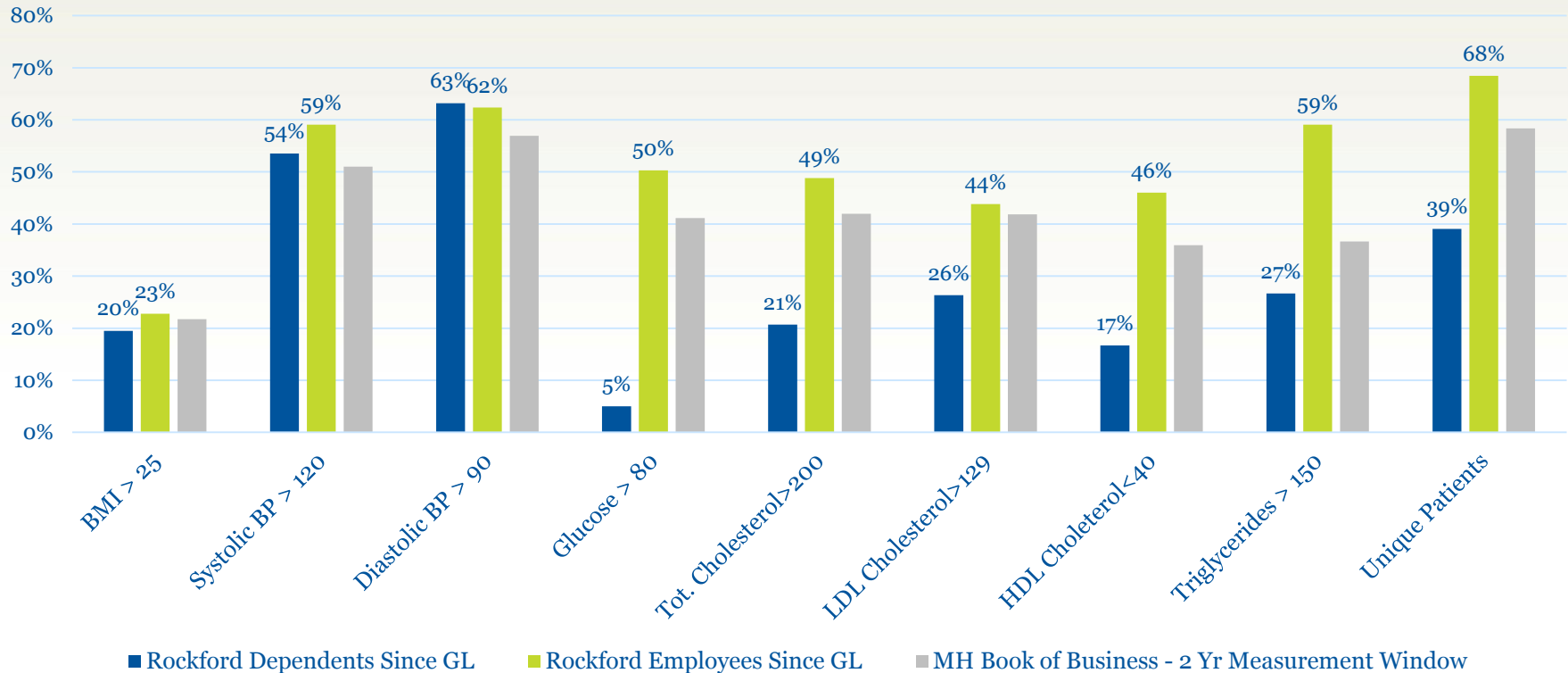
➤ Year 2 benchmarks 67% participating, 50% coaching



➤ Year 2 benchmarks 45% participating, 31% coaching

Progress on Key Biometric Risk Factors

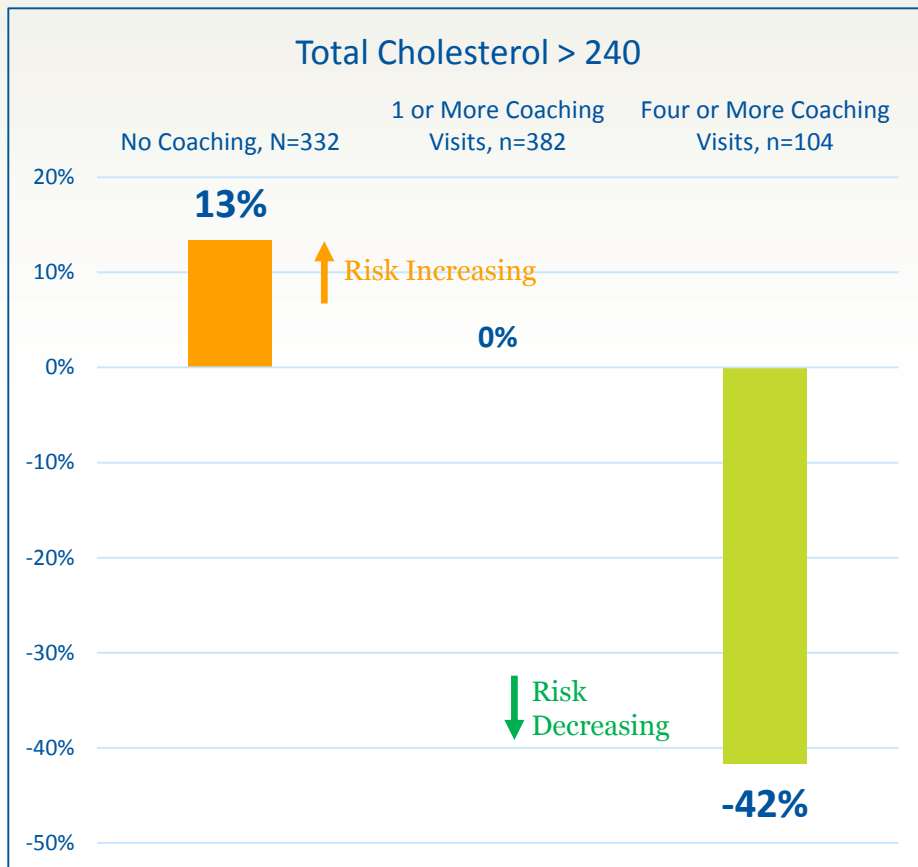
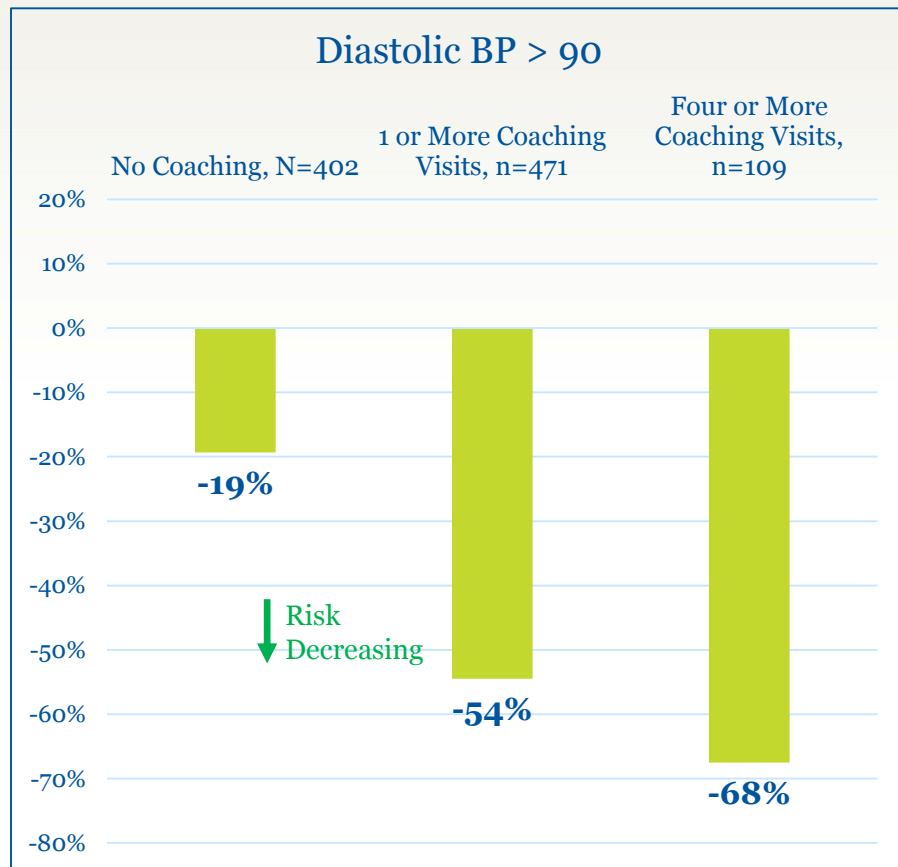
Employees and Dependents vs. Marathon Two Year Benchmarks



	Dependents		Employees	
	Pts At-Risk	Pts Improving	Pts At-Risk	Pts Improving
BMI > 25	318	62	562	128
Systolic BP > 120	170	91	518	306
Diastolic BP > 90	106	67	470	293
Glucose > 80	20	1	175	88
Tot. Cholesterol > 200	29	6	209	102
LDL Cholesterol > 129	19	5	178	78
HDL Cholesterol < 40	18	3	200	92
Triglycerides > 150	30	8	210	124
Unique Patients	384	150	776	531

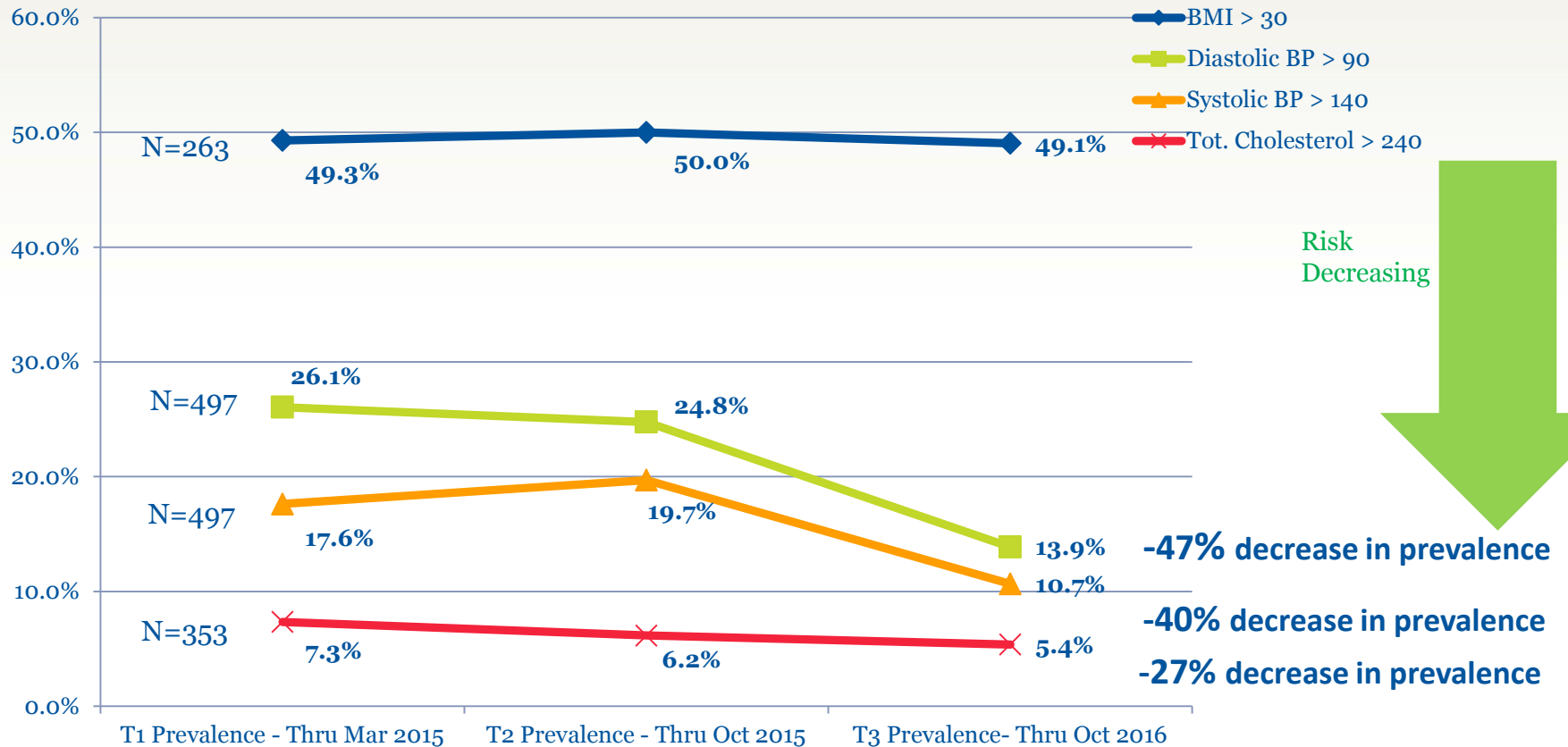
Change in Prevalence of High Risk

By Coaching Engagement Levels, Eligible Employees Only



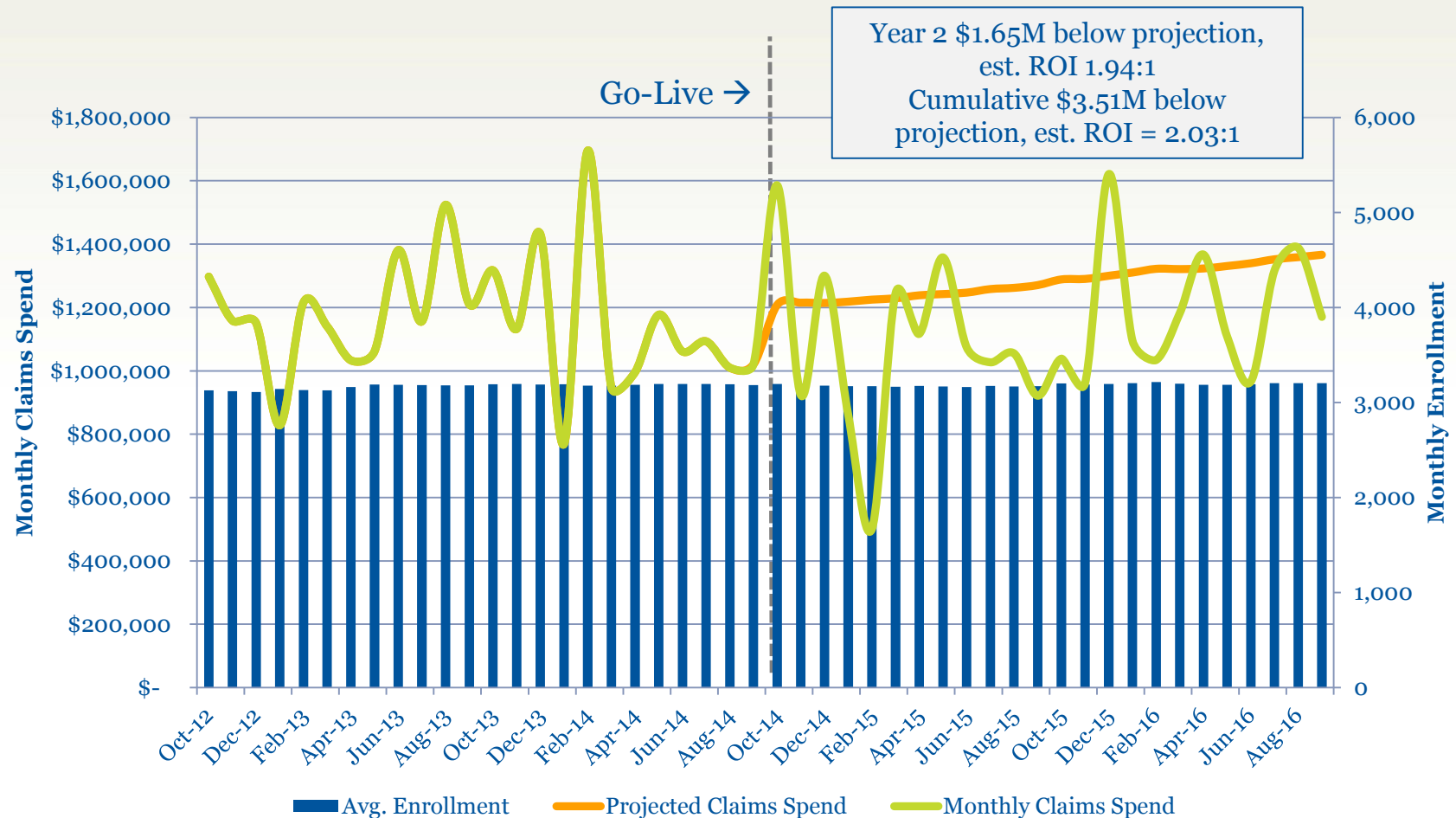
Matched Risk Prevalence

Employees at Risk over 2 years



Claims Trend Analysis – Total Medical & Rx

6.5% Projected Inflation



Patient Satisfaction Summary: 90.1%; Response = 141

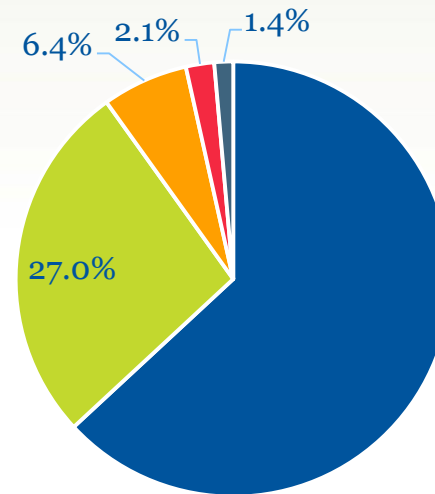
Please rate your overall satisfaction with the Wellness Center services.

Answer Options	Response Percent	Response Count
Very Satisfied	63.1%	89
Satisfied	27.0%	38
Neutral	6.4%	9
Dissatisfied	2.1%	3
Very Dissatisfied	1.4%	2
answered question		141
skipped question		7

The entire team always goes above and beyond for my self and all members of my family. We even had a Thanksgiving follow up call!

I love the convenience and the sense of "family" the center offers.

Please rate your overall satisfaction with the Wellness Center services.



■ Very Satisfied ■ Satisfied ■ Neutral ■ Dissatisfied ■ Very Dissatisfied

CoR Wellness Center Impact Summary

	Y1 Result	Y2 Result	Proposed Y2 Goal
Screening	77%	81%	80%
EE Utilization	51%	57%	50%
Dep Utilization	21%	26%	20%
High & Chronic Coaching	39%	45%	60%
Risk Reduction	52% making measureable progress	68%	>55%
Disease Management	87% at SOC	>84%	>75%
Claims Trend	0.92:1 ROI outliers excluded	2:1 ROI total claims 0.7 outliers removed	6% net reduction, outliers removed
Satisfaction	83.9%	90%	>90%